

Message Text

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ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 151835Z MAY 74

FM USMISSION NATO

TO USDOC WASHDC

INFO SECSTATE WASHDC 5720

SECDEF WASHDC

AMEMBASSY BRUSSELS

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E.O. 11652: N/A

TAGS: MCAP NATO

SUBJ: OFFICIAL NOTIFICATION OF INTENT TO CALL FOR BIDS FOR
VOICE SWITCHES FOR NICS INITIAL VOICE SWITCHED NETWORK (IVSN)

REFS: A. NICSMA/CB/267(74), 8 MAY 74, SAME SUBJECT.

B. BRUSSELS 3049, 141642Z MAY 74

C. AC/4-D/2202 (FINAL)

1. DOCUMENT AT REF A, WHICH WAS ADDRESSED BOTH TO NATO
DELEGATIONS AND NATO MEMBER EMBASSIES IN BRUSSELS, WAS SUMMARIZED
IN REF B, AND MISSION UNDERSTANDS AMEMBASSY BRUSSELS WILL POUCH
COMPLETE DOCUMENT TODAY.

2. AT ANNEX B TO REF A, NICSMA HAS PROVIDED A QUESTIONNAIRE
FOR COMPLETION BY INTERESTED FIRMS. PARA 4 OF THE INTRODUCTORY
COMMENTS AS WELL AS QUESTION 5 OF THE QUESTIONNAIRE ADDRESS THE
SUBJECT OF PRODUCTION SHARING, AND ARE WORDED IN SUCH A WAY THAT
FIRMS MIGHT CONCLUDE SOME DEGREE OF FOREIGN CONTENT MAY BE EITHER
MANDATORY OR ADVANTAGEOUS IN THEIR BIDS.

3. IN ORDER TO AVOID CONFUSION, INTERESTED FIRMS
SHOULD UNDERSTAND THAT MISSION EXPECTS TO BE SUCCESSFUL IN
ITS EFFORTS TO ENSURE THAT NO PRODUCTION SHARING REQUIREMENTS
WILL BE IMPOSED ON THIS PROJECT, EITHER IN TERMS OF MANDATORY FOREIGN

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CONTENT PERCENTAGES, OR IN TERMS OF PRICE DIFFERENTIALS IN BID
EVALUATION. FOR THIS PROJECT, BIDS WILL BE EVALUATED STRICTLY
IN TERMS OF THE LOWEST FULLY COMPLIANT OFFER, AND FIRMS SHOULD
ENSURE THAT BIDS ARE SO MADE PER REF C, PARA 3(VI). AS FORESEEN

IN ORIGINAL AGREEMENTS COVERING THE NICS PRODUCTION SHARING,
SOME TYPE OF RESTRICTION MAY BECOME
NECESSARY AT A LATER STAGE IN THE PROGRAM, IN ORDER THAT
THE AGREED UPON SHARING LIMITATIONS WILL NOT BE EXCEEDED. MISSION
DOES NOT, HOWEVER, ANTICIPATE THAT THIS WILL BE A SERIOUS PROBLEM,
AND, IN ANY CASE, THERE IS NO DIFFICULTY AT THIS EARLY STAGE IN
THE PROGRAM.

4. UPON REVIEW OF QUESTIONNAIRE, FIRMS MAY INQUIRE AS TO
PURPOSE OF CERTAIN OTHER QUESTIONS, AS FOR EXAMPLE, THE REQUEST
FOR PROFESSIONAL RESUMES OF KEY PERSONNEL, AND FIGURES ON
COMPANY REVENUE AND BACKLOG OF ORDERS. IF YOU JUDGE IT TO BE
USEFUL, MISSION WOULD BE WILLING TO RECLAMA QUESTIONNAIRE WITH
NICSMA AS NECESSARY. RUMSFELD

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<< END OF DOCUMENT >>

Message Attributes

Automatic Decaptioning: X
Capture Date: 11 JUN 1999
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 15 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974ATO02687
Document Source: ADS
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: n/a
Film Number: n/a
From: NATO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740587/abbryuyd.tel
Line Count: 70
Locator: TEXT ON-LINE
Office: n/a
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: A. NICSMA/CB/267(74), 8 MAY 74, SAME SUBJECT. B. BRUSSELS 3049, 141642Z MAY 74 C. AC/4-D/2202 (FINAL)
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 01 APR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <01 APR 2002 by cunninfx>; APPROVED <12 JUN 2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: OFFICIAL NOTIFICATION OF INTENT TO CALL FOR BIDS FOR VOICE SWITCHES FOR NETWORK (IVSN) NICS INITIAL VOICE SWITCHED
TAGS: MCAP NATO
To: USDOC INFO STATE
SECDEF
BRUSSELS
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005